

Message Text

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COM/OIM/PCLARY (INFO)

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R 141936Z MAY 74

FM SECSTATE WASHDC

TO AMEMBASSY TEGUCIGALPA

UNCLAS STATE 099946

E.O. 11652: N/A

TAGS: BEXP, HO

SUBJ: MAJOR PROJECT: PROCUREMENT OF SWITCHING EQUIPMENT

REF: TEGUCIGALPA 0684 & 0787

1. COMMERCE UNDERSTANDS FROM NORTH ELECTRIC WASHINGTON REP THAT HONDURAN NEWSPAPERS HAVE ANNOUNCED THAT GOVERNMENT OF HONDURAS HAS DECIDED TO NEGOTIATE WITH ITT (ARGENTINA) FOR SWITCHING SYSTEM AT SAN PEDRO SULA AND WITH OKI (JAPAN) FOR THE TWO SWITCHING SYSTEMS AT TEGUCIGALPA. BELIEVE THIS DECISION TAKEN BECAUSE OF GOH UNWILLINGNESS CONSIDER SEMI-ELECTRONIC EQUIPMENT AS WELL AS FACT NORTH ELECTRIC BID HIGH.

2. REQUEST EMBASSY, IF DEEMED APPROPRIATE, ATTEMPT MAKE FOLLOWING POINTS WITH APPROPRIATE DECISION MAKERS THIS PROJECT:

A) REPORTEDLY DIRECTOR GENERAL TELECOMMUNICATIONS FAVORS SEMI-ELECTRONIC EQUIPMENT - NO COGENT ENGINEERING FACTORS SUPPORTING GOH REFUSAL TO CONSIDER THIS EQUIPMENT HAVE BEEN BROUGHT FORTH ALSO NO REASONS TO PURCHASE WHAT
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NORTH REP CHARACTERIZES AS OBSOLETE EQUIPMENT.

B) NORTH REP WISHES TO HAVE OPPORTUNITY TO POINT OUT THAT WHILE CURRENT BID IS HIGH BASED ON EXIM FINANCING - DELAYS IN THIS PROJECT HAVE ENABLED IDB TO COME TO POINT WHERE NECESSARY SPECIFICATIONS FOR IDB LOAN FROM U.S. SPECIAL FUND COULD BE ISSUED WITHIN APPROXIMATELY TWO MONTHS.

THESE FAVORABLE FINANCIAL TERMS, IN ADDITION TO SAVINGS WHICH WOULD ACCRUE DUE TO USE OF SEMI-ELECTRONIC EQUIPMENT OVER A PERIOD OF YEARS EFFECTIVELY MAKE NORTH ELECTRIC'S BID MORE COMPETITIVE THAN IT HAS APPEARED THUS FAR.

C) APPARENTLY, U.S. FIRMS HAVE BEEN EXCLUDED FROM NEGOTIATIONS. CAN EMBASSY REQUEST GOH TO RECONSIDER AND INCLUDE U.S. FIRMS IN NEGOTIATIONS BASED ON FACTORS IN A) AND B) ABOVE? RUSH

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